



Commercial Manager

Company Overview

Record UK, part of the globally renowned ASSA ABLOY Group, is a leading UK specialist in automatic pedestrian door systems, benefiting from the scale, stability and international reputation of a Fortune Global 500 company operating in over 40 countries. We design, manufacture, supply, install and service an extensive range of automated door systems and aluminium shopfronts for clients across sectors including retail, transport, healthcare, commercial buildings and the public sector, helping millions of people move safely and efficiently through buildings every day.

Due to continued growth and increasing demand for our services, we are now seeking a suitable candidate to join our Commercial team.

Joining Record UK means becoming part of a business that is:

Growing and Future-Focused: We are continuously investing in innovation, digitalisation, sustainability, and the development of our people—ensuring that those who join us are part of a company shaping the future of entrance solutions.

Industry-Leading: Our engineering excellence, product reliability and nationwide service capability have made us one of the most trusted names in the automatic door industry. You'll be working with market-leading technologies and solutions that set the benchmark across the sector.

Global Strength, Local Impact: While we operate at an international scale, we maintain a strong UK identity with teams across the country delivering outstanding service to local clients. This combination of global stability and local agility creates a unique and rewarding working environment.

A Place to Build a Career: Whether you're an experienced professional or growing your career, Record UK offers clear pathways for development, training, and progression. Our supportive culture values collaboration, innovation and customer excellence - empowering you to make a real impact.

Job Description

Commercial Strategy and Risk Management

- Develop and implement commercial strategies to protect margins and profitability
- Review and negotiate customer contracts to minimise risk and safeguard business interests
- Ensure robust management of contract terms, conditions, and dispute resolution

Financial Control and Cash Flow

- Manage variations, payment applications, and retention recovery to optimise cash flow
- Provide accurate forecasting and reporting of revenue performance
- Monitor service contract profitability and implement corrective actions where required

Operational Efficiency and Support

- Drive operational efficiency and cost control, including subcontractor management
- Support the preparation of competitive and profitable quotations and commercial submissions
- Benchmark subcontractor performance and manage commercial risk

Training, Development, and Collaboration

- Deliver commercial training and mentoring to improve team capability
- Work closely with internal stakeholders to promote best commercial practices across the business

What we are looking for

- Proven experience in commercial management or quantity surveying within construction or related sectors
- Strong understanding of contract law, terms and conditions, and dispute resolution
- Ability to manage variations, payment processes, and retention recovery effectively
- Skilled in forecasting, reporting, and revenue recognition
- Excellent negotiation, communication, and stakeholder management skills
- Proficiency in financial analysis and cost control
- Competence in using commercial and financial software tools

What will set you apart?

- Familiarity with subcontractor benchmarking and performance tracking
- Knowledge of service contract profitability analysis
- Previous experience delivering training and mentoring on commercial practices
- Experience working with automatic door systems or similar technical products

Benefits of working at Record UK

As part of Record UK, you'll enjoy a rewarding career with benefits designed to support your well-being and professional growth. These include:

- 33 days of annual leave (incl. Bank Holidays)
- Life assurance scheme
- Enhanced sick pay
- Annual salary review scheme
- Christmas shut down period with an ex-gratia half day on Christmas Eve
- Access to an online employee benefits portal
- Access to an extensive online training portal
- Access to an Employee Assistance Program

Equal Opportunities Statement

Record UK is an Equal Opportunity Employer. We are committed to equality of opportunity and to following practices which are free from unfair and unlawful discrimination. All qualified applicants will be considered for employment without regard to age, disability, ethnic origin, race, sex, gender identity and expression, sexual orientation, religion or belief and family or parental status. We are committed to fostering an inclusive workplace that celebrates diversity and promotes equity.

If you are ready to take the next step in your career, we'd love to hear from you! Apply now by sending your CV and covering letter to recruitment@recorduk.co.uk with the subject line 'Commercial Manager'.